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OCTOBER 14

CIVAIR

1. IWA VP TAYLOR, IN ITALY TO SPEAK AT 14TH INTERNATIONAL COMMUNICATIONS CONCENTION IN GENOA, CALLED ON VENTURINI AT ALITALIA'S ROME HEADQUARTERS. IN LONG DISCUSSION WITH HIM AND OTHER ALITALIA OFFICIALS, TAYLOR PROBED THEIR OBJECTIVES IN BILATERAL NEGOTIATIONS. POINTS OF INTEREST:

A. ITALIANS SAID CAPACITY, NOT ROUTES, IS THEIR MAJOR PREOCCUPATION. NOT RPT NOT ONLY SHOULD CAPACITY BE CONTROLLED, BUT COMAPRISONS SHOULD BE MADE EVEN ON ROUTE SEGMENTS.

B. ITALIANS SAID PANAM AND AEROFLOT UNDERSTOOD TO BE PLANNING TWO WEEKLY FLIGHTS FOR EACH ON US-MOSCOW ROUTE, AND COMMENTED THAT THIS SOUNDED LIKE PREDETERMINATION TO THEM.

C. ALL-CARGO IS FASTEST-GROWING FIELD. ALITALIA THINKS IT SHOULD HAVE HALF OF ITALY-US CAPACITY, AND US CAN DIVIDE OTHER HALF BETWEEN ITS THREE CARRIERS ANY WAY IT LIKES.

2. TAYLOR CONCLUDES NEGOTIATIONS WILL BE ROUGH INDEED.

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